

## Message Text

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43

ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /017 W

----- 121582

R 111337Z MAY 74

FM AMEMBASSY JIDDA

TO USDOC WASHDC

INFO SECSTATE WASHDC 7027

AMCONSUL DHAHRAN

UNCLAS JIDDA 2551

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJ: TRADE OPPORTUNITY: COMMUNICATIONS EQUIPMENT

1. SAG MINISTRY OF COMMUNICATIONS IS CONSIDERING INSTALLATION OF INTERIM SEMI-PORTABLE TROPOSCATTER COMMUNICATIONS SYSTEM TO LINK SOUTHERN BORDER TOWN OF ABHA WITH RIYADH UNTIL PERMANENT MICROWAVE CONNECTION ACCOMPLISHED IN MORE DISTANT FUTURE. ESTIMATED COST OF PROJECT 1.5 TO 2 MILLION DOLLARS. DELIVERY WOULD BE REQUIRED WITHIN THREE TO FOUR MONTHS.

2. ABDUL AZIZ ZAIDAN DIRECTOR OF LOCAL FIRM BETA COMPANY, HAS ASKED EMBASSY FOR ASSISTANCE IN CONTRACTING "RADIO ENGINEERING LABORATORY", WHICH HE UNDERSTANDS HAS EXACTLY THE KIND OF SYSTEM DESIRED, CONCERNING THIS PROJECT. HAS WRITTEN SEVERAL LETTERS WITHOUT GETTING REPLY.

3. BETA COMPANY IS IMPORTANT LOCAL COMPANY IN COMMUNICATIONS FIELD, WITH DEGREE OF ENGINEERING CAPABILITY IN ITS OWN RIGHT. WOULD BE VERY GOOD CONTRACT FOR AMERICAN FIRM. (BETA IS INVOLVED WITH MITSUBISHI IN CONSTRUCTION OF LOCAL SATELLITE GROUND STATIONS, AND PLANS TO APPROACH MEMBERS OF CURRENT TELECOMMUNICATIONS TRADE MISSION WITH VIEW TO FORMING JOINT VENTURE TO BID ON UPCOMING STAGE-TWO (MICROWAVE) OF BACKBONE PROJECT.) CABLE ADDRESS FOR BETA IS BETANGCOM, TELEPHONE 24444. ZAIDAN PLANS TRAVEL TO THE U.S. IN NEAR FUTURE, AND WOULD LIKE TO DISCUSS WITH RADIO ENGINEERING LABORATORY.

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4. EMBASSY UNABLE TO IDENTIFY AMERICAN FIRM FROM LOCAL REFERENCES. ADDRESS TO WHICH ZAIDAN HAS BEEN CORRESPONDING IS 29-010 BORDEN AVENUE, LONG ISLAND, NEW YORK, 11101. REQUEST COMMERCE VERIFY IDENTITY AND CONTACT FIRM TO URGE THEY MEET WITH ZAIDAN.  
AKINS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Review Authority:** elyme  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 01 NOV 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <01 NOV 2002 by shawdg>; APPROVED <06 JAN 2003 by elyme>  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**TAGS:** BEXP, SA  
**To:** COM  
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